



MARYLAND'S INCUBATOR UPDATE

Nurturing Maryland's Technology Future

*Most Recent News on Maryland's Business Incubators
Presented by the MBIA*

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Angels and Eggs Investor Forum Now Accepting Applications

Angels and Eggs, a new collaborative program between the Howard County Economic Development Authority, the Maryland Business Incubation Association (MBIA), the Maryland Technology Development Corporation (TEDCO) and UMBC, is now accepting applications. The program's goal is to network companies in Maryland incubators with angel investors. The program will culminate with formal presentations by the companies to a panel of angel investors.

Any Maryland incubator company is eligible, but must submit an application and executive summary from their business plan to the Angels and Eggs Review Panel by **Wednesday, Aug. 21, 2002**. To request an application, please contact Charina Chatman at (410) 313-6550 or cchatman@hceda.org.

Technology Assistance Center (TAC) Incubator

Lanham, MD

www.pgcedc.com

Contact: Wanda Plumer, email WLPlumer@co.pg.md.us

New and Noteworthy:

- The **Technology Assistance Center** will expand its incubator space by an additional 1,900 square feet this month. The incubator also recently hosted top officials from the U.S. Department of Commerce's Minority Business Development Agency at a briefing on the agency's new Minority Enterprise Capital Access Program.

Maryland Technology Development Center (MTDC) Rockville, MD

www.mdhitech.org/entrepreneur

Contact: Duc Duong, email: dduong@md.hitech.org

New and Noteworthy:

- **Nextone**, a maker of software for Internet telephone service providers, has raised \$3.5 million in a venture capital round led by Core Capital Partners. Nextone will use the new funding to expand its sales and marketing nationally, and to hire five additional employees.
- Several MTDC companies have added space recently:
 - **Intronn**, a gene trans-splicing company, has expanded from one lab into three labs and one large office.
 - **Quanta Biosciences**, which develops products for gene expression, has expanded into the maximum allowed space of three labs and office suites.
 - **Bconvergent**, a communications software company, has doubled its space and has requested to expand into additional space.
 - **InteliTrac**, a provider of Radio Frequency Identification products, has leased additional space after two months of residency.
- **Intronn** has received a Phase I small business grant from the National Cancer Institute for \$434,000 to support its work in molecular imaging. The grant will allow for further development of molecular imaging of gene expression in real time, a goal of both cancer researchers and clinicians.

Graduating:

- **Systems Integration and Development**, a provider of information technology to the government and corporate markets, graduated last month, moving into leased office space in Rockville. The company entered MTDC in 1999 with two employees and now employs 30.

Technology Advancement Program (TAP) University of Maryland College Park

www.tap.umd.edu

Contact: Irene Barbe, email: ih2@umail.umd.edu

New and Noteworthy:

- **Corrinna Lathan**, founder and CEO of **AnthroTronix, Inc.**, has been selected as one of the 25 organizations and individuals to receive a 2002 Top Innovator of the Year award from *The Daily Record*. The award recognizes those who have demonstrated the spirit of innovation by creating new products, services or programs that benefit their businesses, industries or communities.

Graduate News:

- **Digene Corporation** has called off its planned merger with Cytoc Corporation of Boxborough, Mass. The companies have been unable to win the endorsement of the Federal Trade Commission. Both firms make screening tests for cervical cancer and the FTC decided that a merger would erode competition in the marketplace.
- **Martek Bioscience Corporation**, which develops, manufactures and sells products made from microalgae, announced that Mead Johnson Nutritionals has received clearance from the U.S. Food and Drug Administration to introduce Enfamil Premature Lipil, a pre-term infant formula, into the marketplace. Enfamil Premature Lipil contains Martek's docosahexaenoic acid and arachidonic acid, nutrients that are building blocks of a baby's brain and eyes.

Howard County Economic Development Authority's NeoTech Incubator Columbia, MD

www.hceda.org/incubator

Contact: Carol Morrison, email: cmorrison@hceda.org

New and Noteworthy:

- **Plethora Technology**, which develops secure, end-to-end remote computing platforms for businesses, has received \$750,000 as a second investment from a previous investor.

- **Syncrodyne Systems Corporation**, which is developing a power amplifier for wireless devices that is capable of ultra-high gain and ultra-high efficiency, has received \$160,000 in funding from e-Century, which has previously invested \$115,000 in the company.
- **Syntonics**, which provides precision oscillators for use on spacecrafts, is participating in the U.S. Navy's Commercialization Assistance Program (CAP). Through the program, Syntonics will work with marketing and business planning experts to develop a revised business plan to attract new investors. The program culminates in an Investor Forum, where pre-qualified investors meet with CAP companies.

Graduate News:

- **Sphere Software Corporation**, which develops software solutions for the healthcare, financial services and government sectors, recently graduated from NeoTech. The company has relocated to a 2,000-square-foot commercial office in Columbia. Sphere employs seven part-time and four full-time workers.

Technical Innovation Center Hagerstown, MD

www.technicalinnovationcenter.com

Contact: Chris Marschner, email: marschnerc@hcc.cc.md.us

New and Noteworthy:

- The **Technical Innovation Center** recently has acquired RoomWizard, a digital scheduling system for its conference rooms. Companies may select the day, month and year that they wish to reserve and unavailable times are blocked out. The system promotes more effective sharing of the conference rooms among multiple companies.
- Two TIC companies have recently added new employees: **True Image Media Inc.**, a design studio that specializes in image development, and **DocuTrac Inc.**, which provides behavioral health practitioners with PC-based clinical records management systems.
- **DH WEB Inc.**, which designs, constructs and hosts web sites, recently launched a new web site for the Hagerstown Area Police Athletic League.

Emerging Technology Center Baltimore, MD

www.etcbaltimore.com

Contact: Ann Lansinger, email: annlansinger@etcbaltimore.com

New and Noteworthy:

- **VISICU, Inc.**, which is developing advanced technology to revolutionize the delivery of critical care medicine, will install its eICU system at Tripler Army Medical Center in Honolulu, Hawaii. The eICU system uses a telemedicine network to connect critical care patients to a remote eICU command center. A similar system has been installed at Walter Reed Army Medical System and is currently being expanded with Congressional funding.
- **AgentSmith Inc.**, which develops management systems for the media industry, has installed its RevenueMax revenue management system at WBFF-TV, Channel 45, Sinclair Broadcasting Group's Baltimore Fox affiliate. The system will allow for better handling of the complex transactions of buying and selling advertising.
- **Brassica Protection Products**, which provides cancer preventative food products, had a study published in the *Proceedings of the National Academy of Science* that revealed another benefit of sulforaphane, the natural antioxidant found in broccoli. The antioxidant kills the bacterium that causes stomach ulcers and stomach cancer. Brassica also has been working closely with a sprout grower/distributor in the United Kingdom, which Brassica anticipates will result in the distribution of its BroccoSprouts product throughout the UK, Belgium, The Netherlands and Luxembourg in early 2003.
- **Newton Fowler** from the Baltimore law firm Venable will host a brown bag lunch for ETC companies on Tuesday, Aug. 13, 2002 at 2 p.m. to discuss recent trends in technology licensing. Please RSVP to Kim Anderson at (410) 327-9150.
- **Alexander & Tom, Inc.**, an interactive marketing agency, has been chosen by The Nature Conservancy to develop an educationally-based web site that provides an overview of the diversity of plant and animal life found in Alabama. The site will be used as a tool for grades K-12 and to increase awareness about the importance of conservation.

UMBC Technology Center
University of Maryland, Baltimore County

www.umbc.edu/Business/Research

Contact: Walt Schulz, email: wschulz@umbc.edu

New and Noteworthy:

- **StelSys LLC**, which is developing techniques to help people with liver failure and other ailments, has become the first commercial company to conduct a space station experiment looking at the impact of space on cell biology. An experiment launched aboard the space shuttle Endeavor will allow the company to compare results of liver failure therapy experiments conducted in space with those previously conducted in a space simulator.
- **AthenaES**, which specializes in the development and commercialization of advanced biotechnology-based products, has acquired serum-free media and other cell culture products from the Biological Research Faculty and Facility in Ijamsville, Md. Serum-free media is a complex mixture that scientists use to grow cells from humans and animals for medical research and drug development.
- **UMBC** will be holding its third annual *Visionaries in Information Technology Forum* on Thursday, Oct. 10, 2002 from 7:30 a.m. to 9:30 a.m. at the BWI Airport Marriott. The forum allows for idea sharing on the future of information technology and its role in shaping the modern business environment. Please call (410) 455-1577 or e-mail lauren@umbc.edu to RSVP.
- **UMBC** and the **Howard County Economic Development Authority** are holding a development program, "*smartaccelerator Part 1: Business Takeoff Training*," which is designed to accelerate the growth and development of high-tech start-up companies. The program, which provides training, networking, introductions to funding sources and technical assistance, will take place through three sessions to be held on Saturday, Nov. 2, 2002, Saturday, Nov. 9, 2002 and Monday, Nov. 11, 2002 from 9 a.m. to 4 p.m. at the UMBC Technology Center. Please contact Vivian Armor at armor@umbc.edu or (410) 455-6805 or Mike Haines at mhaines@hceda.org or (410) 313-6550 to sign up for the program.

Maryland Business Incubation Association (MBIA)

MBIA Companies Travel to Early Stage East

Nine MBIA-sponsored companies traveled to Du Pont Country Club in Newark, Del. to participate with 50 other start-up companies in the third annual Early Stage East, a venture capital event designed to develop entrepreneurs from the East Coast in order to position them to more successfully obtain venture capital and start break-away businesses. To date, entrepreneurs that have participated in Early Stage East's Venture Conferences have gone on to secure in excess of \$350 million in funding.

The nine incubator companies that attended are: AgentSmith (ETC); Epitaxial Technologies, LLC (UMBC); Plethora Technology (NeoTech); BioFortis, Inc. (ETC); Infinity Pharmaceuticals, Inc. (Montgomery County Tech Center); Reactive NanoTechnologies (ETC); LifeTime Pharmaceuticals, Inc. (TAP); Cytimmune Sciences, Inc. (TAP); and Potomac Photonics, Inc. (TAP).

Maryland Technology Development Corporation (TEDCO)

www.MarylandTEDCO.org

Lt. Governor Kathleen Kennedy Townsend Announces \$2 Million Available from TEDCO for Technology Development & Transfer Programs

Lieutenant Governor Kathleen Kennedy Townsend announced that \$2 million is available from the Maryland Technology Development Corporation (TEDCO) for technology development and transfer projects.

TEDCO's University Technology Development Fund (UTDF) and the Maryland Technology Transfer Fund (MTTF), initiated with the Maryland Department of Business & Economic Development (DBED), each have been allocated \$1 million by TEDCO's Board of Directors. The funds are part of TEDCO's \$5.95 million budget, approved by the General Assembly this spring.

The UTDF provides grants to universities for R&D projects with commercial potential. The MTTF provides seed funding to companies that are commercializing technology in collaboration with Maryland universities and federal laboratories.

Chondros Inc., an affiliate company with the UMBC Tech Center, received \$50,000 as the first company to receive funding through the expanded MTTF program. The funding will support Chondros' research at the Johns Hopkins University to develop cell-based therapeutic products for the treatment of cartilage diseases and injuries. The company has licensed the technology portfolio and is funding research at JHU to continue development of the research initiated in the Department of Orthopaedic Surgery at JHU's School of Medicine.

For more information on technology transfer, please contact TEDCO's Steve Fritz at 410-715-4166, or sfritz@MarylandTEDCO.org.

The Maryland Technology Incubator Excellence Program was developed by the Maryland Technology Development Corporation (TEDCO). Currently, TEDCO has programs that aid and promote state-funded incubators, and federal and university laboratories to increase technology transfer and Maryland's eCommerce. Governor Parris N. Glendening announced the appointment of Dr. Phillip Singerman as president of the organization in 1999. Heidi Sheppard serves as TEDCO's Manager of Incubator Programs.

MBIA, a private, professional organization, is comprised of managers supervising existing and active business incubators in the State of Maryland. MBIA's missions are to serve as a united voice for the advancement of business incubation in Maryland and to maintain the growth and viability of business incubation through shared best practices and resources.

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